



Celebrating BC's Top 21 exporters

By Kathleen Hodgson

Exporting is a boon to the economy of every province in Canada, and British Columbia is certainly no exception. In 2004, \$29 billion of goods and services were sold abroad from British Columbia. A 10% increase in the province's export business has been recorded thus far in 2005.

According to BC Premier Gordon Campbell, "Manufacturing is not just an important part of our existing economy; it is going to increase in importance as we move our economy into the next couple of decades."

Some would say it is the location that makes BC such prime real estate for companies wishing to export. Not only does the province have the closest ports to Asia in North America – a notably expanding market – BC's government also created a port strategy that makes

exporting that much more accessible. Captain Gordon Houston, President and CEO of the Vancouver Port Authority says in *BC Business* magazine that, by developing a strategy to address issues as they arise, it ensures and enhances BC's competitive advantage.

Stephen Poloz, Senior VP and Chief Economist of Export Development Canada (EDC) highlights the importance of BC's location when he says, "BC's increasing role as a strategic two-way trade portal has made it Canada's critical link to the booming economies of the Asia Pacific zone."

Ron Palfery, Chair of CME's BC Division, stresses the significance of this by stating, "If we could capture 10% of the trade business that is done through Hong Kong, it would have a huge economic impact."

From a group of some 11,000 companies come BC's Top 21 finalists for the BC

Export Awards. The awards, co-hosted by Canadian Manufacturers & Exporters (CME) and the BC Ministry of Economic Development, celebrate the outstanding export success and contributions made to the provincial and national economies by the business community and export industry of British Columbia.

On Friday, November 25, these Top 21 exporters will be fêted at the 2005 BC Export Awards Gala Luncheon at the Hyatt Regency Hotel in Vancouver. At that time, one winner from each category will be announced from the following finalists and one of these will go on to be named Exporter of the Year. This award honours the 'Best of the Best,' a company that has excelled in export success and significantly contributed to the British Columbia economy through economic growth in their community, new investment and job creation.

Sponsors for the 2005 BC Export Awards

Air Canada Cargo

Alcan –

International Business Studies Award

Alexander Holburn Beaudin & Lang

BC Business Magazine

Business Development Bank of Canada –
Professional & Services Sector

Canada Export Centre

Canadian Pacific Railway

Export Development Canada – **Leadership Award**

Fireworks Marketing Group

Greer Shipping

Hyatt Regency Vancouver



KPMG LLP – **Manufactured Products Sector**

Pacific PR Strategies

PricewaterhouseCoopers LLP –
Consumer Products Sector

RBC Financial Group –
Exporter of the Year



The Eyes Multimedia Productions –
New Media & Entertainment Sector

Trade Team BC

TSI Terminal Systems Inc.

University of Victoria – **Advancing Technologies Sector**

Vancouver Port Authority –
Primary Products & Resources Sector

Western Economic Diversification Canada –
New Exporter Award

Top 21 finalists for the Annual BC Export Awards

ADVANCING TECHNOLOGIES

Power Measurement, Saanichton

www.pwrm.com

Power Measurement is an energy information technology company founded on innovation and a global leader in enterprise energy management systems.



VCOM Inc., Victoria

www.vcom.com

VCOM Inc. is a designer and manufacturer of brand names and custom OEM products for data-over-cable, digital video, advanced analog, and broadband wireless applications.

Xantrex Technology Inc., Burnaby

www.xantrex.com

Xantrex Technology Inc. is a leader in advanced power electronics. Its technology converts raw electrical power from any source into high quality electricity.

CONSUMER PRODUCTS

BC Hot House Foods Inc., Surrey

www.bchothouse.com

BC Hot House Foods Inc. is a leading North American company that offers a full line of greenhouse grown products across NA, Japan, Hong Kong and Taiwan.



Nature's Path Foods Inc., Richmond

www.naturespath.com

Nature's Path is the largest organic cereal company and has become the best-selling brand of certified organic cereal in North America.

Prepac Manufacturing Ltd., Delta

www.prepacmfg.com

Prepac is a state-of-the-art manufacturer of Ready-to-Assemble (RTA) home furnishings.

MANUFACTURED PRODUCTS

Coast Clearwood Ltd., New Westminster

www.coastclearwood.com

Coast Clear Wood sources the best-suited raw logs and materials and orchestrates the manufacturing and transportation of lumber.



MOLY-COP Canada, Kamloops

www.molycop.ca

MOLY-COP is the largest grinding media production facility in Canada. MOLY-COP's product line consists of a complete range of forged and heat treated grinding balls.

Teleflex Energy, Richmond

www.teleflex.com

Teleflex designs, manufactures, and distributes specialty engineered products for a wide range of customers in commercial, medical and aerospace industries.

PRIMARY PRODUCTS & RESOURCES

Canadian Forest Products Ltd. (Canfor), Vancouver

www.canfor.ca

Canfor is the largest producer of softwood lumber and one of the primary producers of northern softwood kraft pulp in Canada.



Teck Cominco Ltd., Vancouver

www.teckcominco.com

Teck Cominco Limited is a diversified mining and refining company that produces metallurgical coal and zinc, in addition to copper and gold.

The Oppenheimer Group, Vancouver

www.oppyproduce.com

The Oppenheimer Group is one of North America's top fresh produce companies and distributes over 100 types of produce from more than 20 countries.

PROFESSIONAL & SERVICES

Aker Kvaerner Chemetics, Vancouver

www.akerkvaerner.com

Chemetics, a division of Aker Kvaerner, offer engineered systems, proprietary equipment, and complete turnkey plants, to the chemical, water treatment, fertilizer and non-ferrous metals industries worldwide.



CHC Helicopter Corporation, Richmond

www.chc.ca

CHC Helicopter Corporation is the world's largest provider of helicopter services to the global offshore oil and gas industry.

Justice Institute of BC, New Westminster

www.jibc.ca

The Justice Institute of BC has become a world leader in justice, public safety and human services education and training.

NEW MEDIA & ENTERTAINMENT

Rampage Entertainment Inc., Vancouver

www.rampage-entertainment.com

Rampage Entertainment Inc. is one of the few indigenous film production companies in Canada. Rampage has produced a slate of commercially successful feature films.



Insight Film Studios, Vancouver

www.insightfilm.com

Insight Film Studios Ltd. is Western Canada's biggest independent production company and the region's single largest producer of HDTV content.

Vancouver Film Studios, Vancouver

www.vancouverfilmstudios.com

Vancouver Film Studios (VFS) is Canada's largest film and television production studio complex and the largest such complex in North America outside of Los Angeles.

NEW EXPORTER

BuildDirect, Vancouver

www.builddirect.com

BuildDirect has become the world's leading online wholesaler of building products (flooring, roofing, siding, decking and countertop applications).



Western Economic
Diversification Canada

Diversification de l'économie
de l'Ouest Canada

Convedia Corporation, Vancouver

www.convedia.com

Convedia Corporation supplies media processing platforms, which allow telecommunication service providers to reduce service delivery costs and increase revenues.

Lululemon Athletica, Vancouver

www.lululemon.com

This yoga-inspired athletic apparel company manufactures, distributes and retails clothing via its own stores, and wholesalers in North America and internationally.

Aker Kvaerner Chemetics

A division of Aker Kvaerner Canada Inc.

A leader in the markets that we serve, Aker Kvaerner Chemetics is an innovative company offering engineered systems, proprietary equipment, and fully constructed plants to our clients worldwide.

The process technologies that we offer include:

- > Chloralkali
- > Chlorine Dioxide
- > Sodium Chlorate
- > Sodium Hypochlorite
- > Sulphate Removal
- > Sulphuric Acid
- > Sulphuric & Nitric Acid Concentration

Aker Kvaerner Chemetics has been supplying products and services since 1964, forging a reputation of providing clients in the non-ferrous metallurgical, fertilizer, pulping, chemical, and water

treatment industries worldwide with ongoing support throughout the life cycle of their plants and equipment.

Today, Aker Kvaerner Chemetics consists of an engineering and corporate office in Vancouver, a technology centre in Burnaby, and a specialized fabrication facility in Toronto; and we are represented internationally by strategically-located sales offices. Ongoing research and development at our technology centre keeps us at the leading edge of our industries by introducing innovative and cost-effective improvements to our process technology and proprietary equipment.

With experience in executing over 100 projects in 30 countries, we have proven capability to deliver internationally and our recent contracts have been with



clients in Australia, Chile, China, India, Indonesia, Kazakhstan, Peru, as well as Canada and U.S.A.

Aker Kvaerner Chemetics is part of the Norwegian Aker Kvaerner group of companies, with revenues of approximately \$5 billion USD per year, and 21,000 employees.

AKER KVÆRNER™



Jack McGee, President



JUSTICE INSTITUTE of BC

**Transforming Lives.
Transforming Organizations. Starting with Yours.**

The JIBC is a leading international post-secondary institution for those pursuing careers in criminal and social justice, public safety and human services. Annually, over 27,000 students benefit from interacting with instructors, who are active leaders and practitioners in their fields, and contribute to keeping communities safe.

Programs are delivered in traditional classroom settings and online. In addition to campuses in New Westminster, Victoria, Maple Ridge, Chilliwack, Kelowna and Vancouver, last year our instructors were in 185 BC communities delivering programs in:

- Conflict resolution, negotiation, mediation/third party intervention
- Corrections and community justice (adult and youth)
- Court services operations (sheriffs, registry, management)
- Emergency management, emergency social services, search and rescue
- Critical incident stress management
- Emergency vehicle operation, advanced driver training, accident investigation
- Fire services (pre-employment, officer, industrial, marine, hazmat)
- Paramedics, emergency medical services
- Policing, law enforcement, private security
- Victim services, child welfare, family violence, youth at risk, community safety

Many programs are eligible for post-secondary credit transfer, accredited by professional bodies and earn credit towards certification/licensing in specialty areas, or professional/continuing education. We offer certificates and diplomas, joint degrees with BC Universities and are developing our own applied bachelor's and master's degree programs.

Contact Information

Main Campus -
715 McBride Boulevard
New Westminster, BC
V3L 5T4

www.jibc.bc.ca

Phone: 604.525.5422
(Lower Mainland residents)
Toll Free: 1.877.528.5591
Fax: 604.528.5518
E-mail: register@jibc.bc.ca

Dr. Norman B. Keevil

2005 Leadership Award Winner

As a scientist, explorer, entrepreneur, innovator and mining leader, Dr. Norman B. Keevil has contributed mightily to his industry, his province and his country. He has built bridges between academic research and industry, and is probably best known in the mining community for transforming Teck Cominco into one of the world's strongest, most diversified and respected mining companies. Dr. Keevil has received numerous accolades and industry awards including his 2004 induction to the Canadian Mining Hall of Fame.



The Oppenheimer Group



Chairman, President and CEO John Anderson

The Oppenheimer Group is a leading full-service fruit and vegetable marketing company. Our fresh produce exports are delivered to the United States, Mexico, New Zealand, Europe and Asia. Together with our global network of growers, we implement complementary domestic and export strategies.

Our vertically-integrated grower base, advantageously located in over 25 countries, makes us a valued resource for retailers

throughout the world. We deliver year-round volumes of preferred items, as well as custom packaging, quality assurance, category management, e-commerce and transportation solutions.

We ask our customers to *expect the world from us*. And indeed, by exporting a wide range of flavourful, high-quality BC-grown products, we bring some of the best-tasting produce on earth into homes everywhere.

In addition, we have been honored to be named among Canada's 50 Best Managed Companies since 2001.

www.opyyproduce.com



expect the world from us

xantrex

Xantrex Technology Inc. (TSX:XTX) designs and produces advanced power electronics products that are purchased by many of the world's leading original equipment manufacturers (OEMs), integrators and retailers.

Xantrex products convert raw electrical power from an energy source, such as the central utility grid, distributed power generators like solar or wind, and mobile power systems, into the high-quality power required by most electronic and electrical equipment.

Xantrex products are used in solar, wind and back-up power systems, to provide high quality and reliable on-board auxiliary power for pleasure boats, RVs, and trucks, and to provide portable power for people on the move. The products have significant Canadian content in terms of technology and know-how even when manufactured outside of Canada. In addition, Xantrex programmable power products that are used to power sophisticated equipment such as semi-conductor manufacturing, oil services, and medical equipment, are designed and manufactured in British Columbia, and are virtually all exported and have been gaining market share year after year.

"Exporting is extremely important to Xantrex, as most of our sales are outside of Canada," says Mossadiq Umedaly, Chairman of Xantrex. "Without exports, our company would not have been able to meet its growth objectives."



Mossadiq S. Umedaly, Chairman of Xantrex



Dr. Surinder Kumar, CEO/Owner

VCom Inc. is a world-leading designer and manufacturer of VCom brand name and custom OEM products for data-over-cable, digital video, advanced analog, and broadband wireless applications.

VCom has achieved remarkable growth in sales and manpower since its inception in 1988. Its strength in engineering and manufacturing is reflected in a family of high quality, high performance, and very competitive products sold worldwide.

VCom takes every measure to provide its customers with the highest level of quality in its products. The latest microwave, RF and digital test equipment is extensively used at every stage of VCom's manufacturing process to ensure product quality.

VCom is a highly dynamic company that takes pride in innovative solutions which have resulted in an established library of designs.





MOLY-COP Canada went into production in September 1986. From the beginning, the plan was to utilize new technologies and new employee relations to succeed into the future. The production facility was set up for one product only, forged steel grinding balls, a vital component used by the mining industry for the production of metal concentrates. The business target was a 15% share of the North American grinding ball market, most of which was to be sold to customers in south-central BC.

The continued innovation by the dedicated and motivated team of employees at Moly-Cop Canada has applied and leveraged the use of proprietary intellectual property and evolving technology, resulting in a four-fold increase in productivity over the last 20 years. This has been the key to our success in this highly competitive market where many other manufacturers have not survived. Together, we have grown our business into the largest producer of steel forgings in North America. Our market share has increased to more than 35% with annual sales in excess of \$95 million dollars. We now export the majority of our production to customers outside of BC and have been recently recognized as a finalist in British Columbia's Top 21 Exporters for 2005 and as one of the top 3 manufacturers of BC exports.

To guide our business practice, Moly-Cop Canada has implemented a comprehensive system integrating internationally recognized standards for the management of quality, the environment, and workplace safety and health. We are one of the very few companies in North America who have achieved accreditation to these three levels of governance to assure that consistent, high quality products are manufactured in a safe, environmentally responsible, and economically sustainable manner.

As a local manufacturer, Moly-Cop Canada successfully competes against other suppliers who do not embrace this "triple bottom line" principle of sustainability. The company gainfully employs more than 50 Kamloops residents with above average wages. The company and its employees are proud supporters of many local charities, community programs, and events. We also rely on the expertise and service of many local suppliers to support our business activities. Moly-Cop Canada's purchase of supplies and services in BC and Alberta generates over \$200 million dollars in stimulus for the economy of western Canada. The steel we use as raw material is sourced from suppliers who use only recycled material. Virtually all of our byproducts such as process water, iron oxide, scrap steel, lubrication oils, and used office paper are recycled either on property or through local companies.

For general enquiries, please contact:

MOLY-COP CANADA

PO Box 3040, Kamloops, BC V2C 6B7

Ph: 250.573.7770 Fax: 250.573.7755